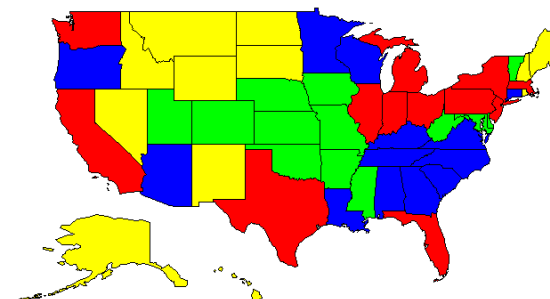




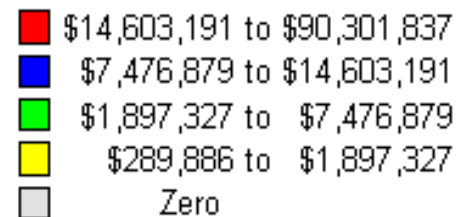
A RAPIDLY CHANGING GLOBAL MARKETPLACE ...

2002 EXPORTS of MANUFACTURES to WORLD EXPORTS of MANUFACTURES to WORLD [in \$ thousands]

State	1999	2000	2001	2002
Texas	79,053,558	99,173,355	90,573,534	90,301,837
California	90,809,807	111,529,042	98,430,990	84,052,870
Michigan	30,258,238	32,889,788	31,401,203	32,684,899
New York	32,950,281	37,643,747	36,399,096	32,275,309
Washington	33,493,793	28,640,075	31,045,825	31,126,973
Ohio	23,842,008	25,327,473	26,235,523	26,841,417
Illinois	28,608,264	30,452,442	29,434,210	24,696,157
Florida	22,703,567	24,981,420	25,513,355	23,022,042
Massachusetts	15,980,789	19,633,038	16,612,252	15,874,133
New Jersey	14,355,152	17,219,899	17,562,375	15,609,604



2002 MANUFACTURES (in thousands) EXPORTS to WORLD





A RAPIDLY CHANGING GLOBAL MARKETPLACE ...

\$ Change 1999 to 2002 U.S. EXPORTS of MANUFACTURES to WORLD

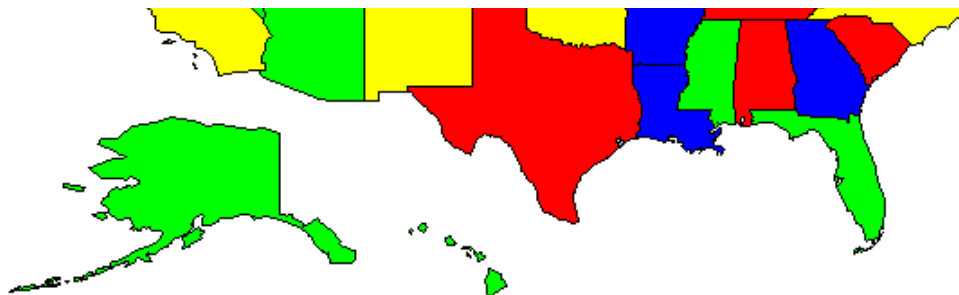
Illinois ranked second to last in the United States for export loss - **\$3,912,106**



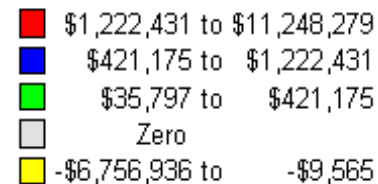
Canada represented - \$3,238,172 of that export loss (**83%**)



In fact, Illinois had the highest trade loss with Canada, representing **60%** of the entire United States Trade loss of 5.4 billion from 1999-2002.



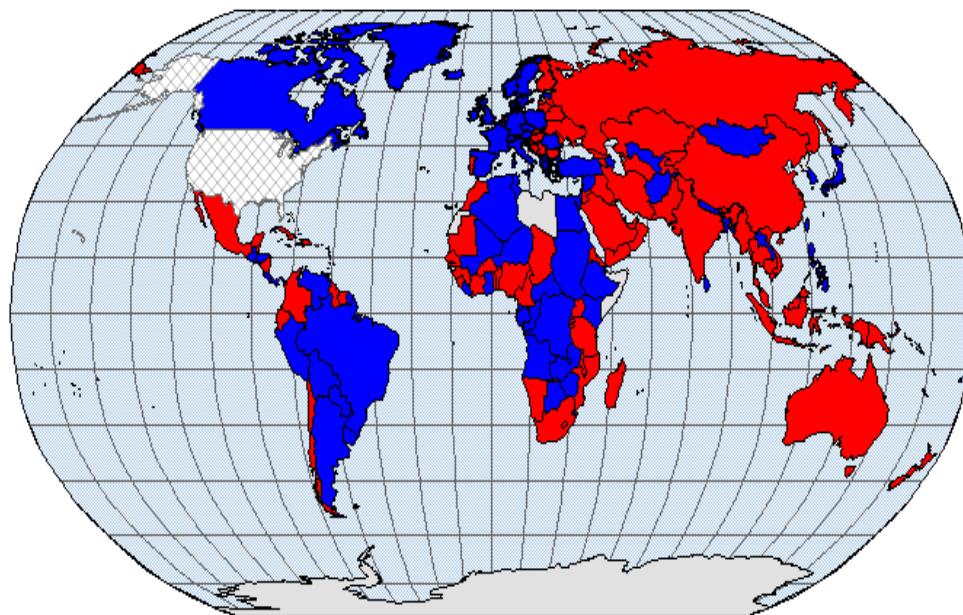
\$ Change 1999 to 2002 MANUFACTURES (in thousands)
EXPORTS to WORLD



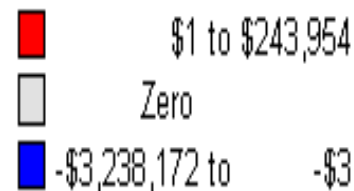


A RAPIDLY CHANGING GLOBAL MARKETPLACE ...

\$ Change 1999 to 2002 EXPORTS of MANUFACTURES from Illinois



\$ Change 1999 to 2002 MANUFACTURES (in thousands)
EXPORTS from Illinois



TOP FIVE EMERGING MARKETS

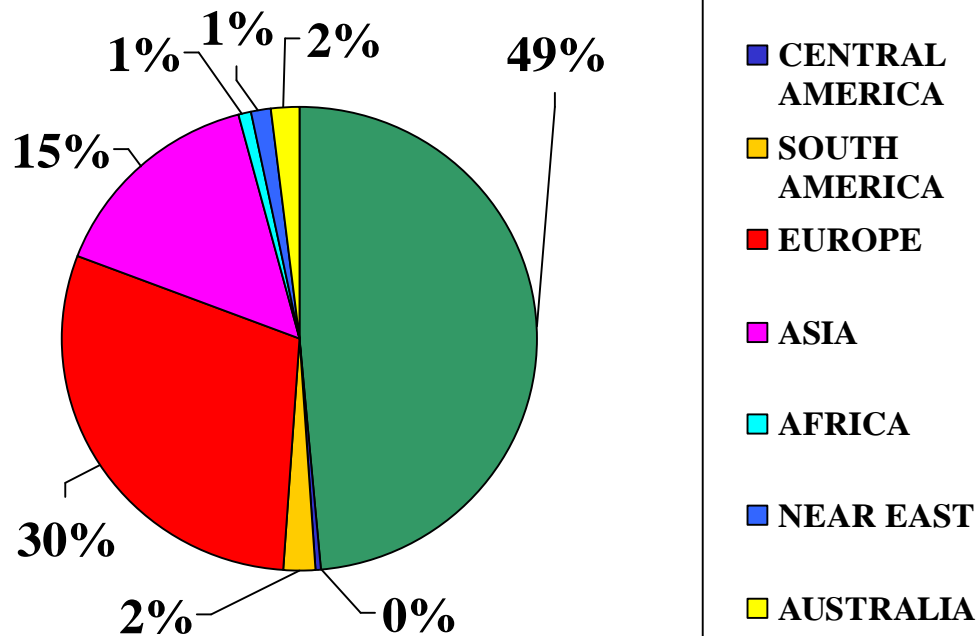
(IN THOUSANDS \$\$)

- | | |
|-----------------|-----------|
| 1. MEXICO | \$243,954 |
| 2. CHINA | \$176,128 |
| 3. NETHERLANDS | \$161,371 |
| 4. AUSTRALIA | \$94,924 |
| 5. SAUDI ARABIA | \$72,887 |



A RAPIDLY CHANGING GLOBAL MARKETPLACE ...

ROCKFORD EXPORTS - 1993

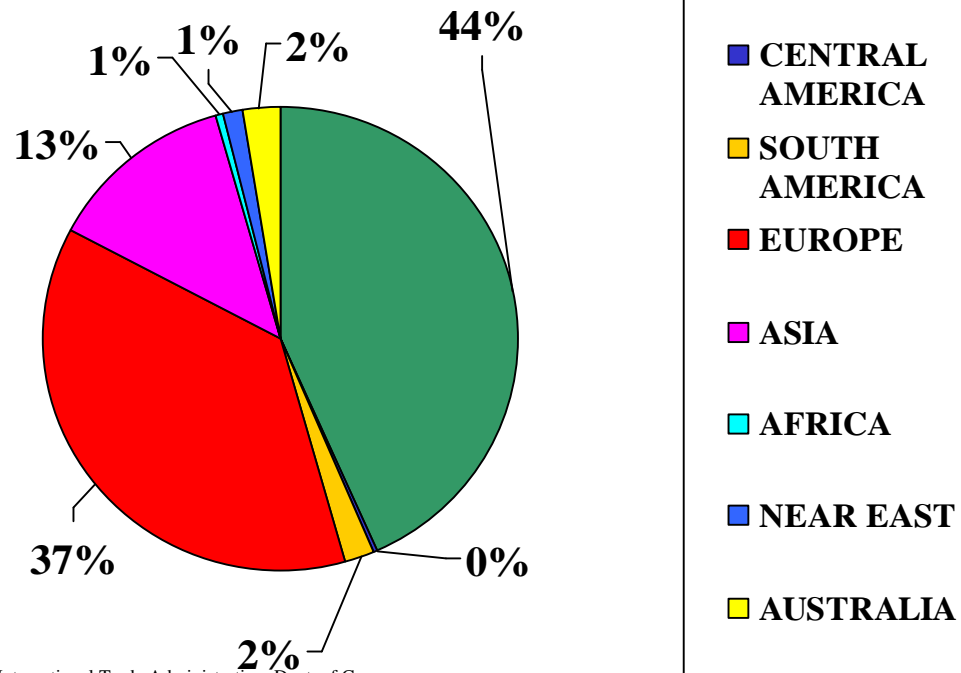


SOURCE: Office of Trade and Economic Analysis, International Trade Administration, Dept. of Commerce



A RAPIDLY CHANGING GLOBAL MARKETPLACE ...

ROCKFORD EXPORTS - 1999



SOURCE: Office of Trade and Economic Analysis, International Trade Administration, Dept. of Commerce



TOP FIVE ROCKFORD EXPORT MARKETS

1993

1. CANADA
2. UNITED KINGDOM
3. GERMANY
4. JAPAN
5. S. KOREA

1999

1. CANADA
2. UNITED KINGDOM
3. FRANCE
4. GERMANY
5. MEXICO

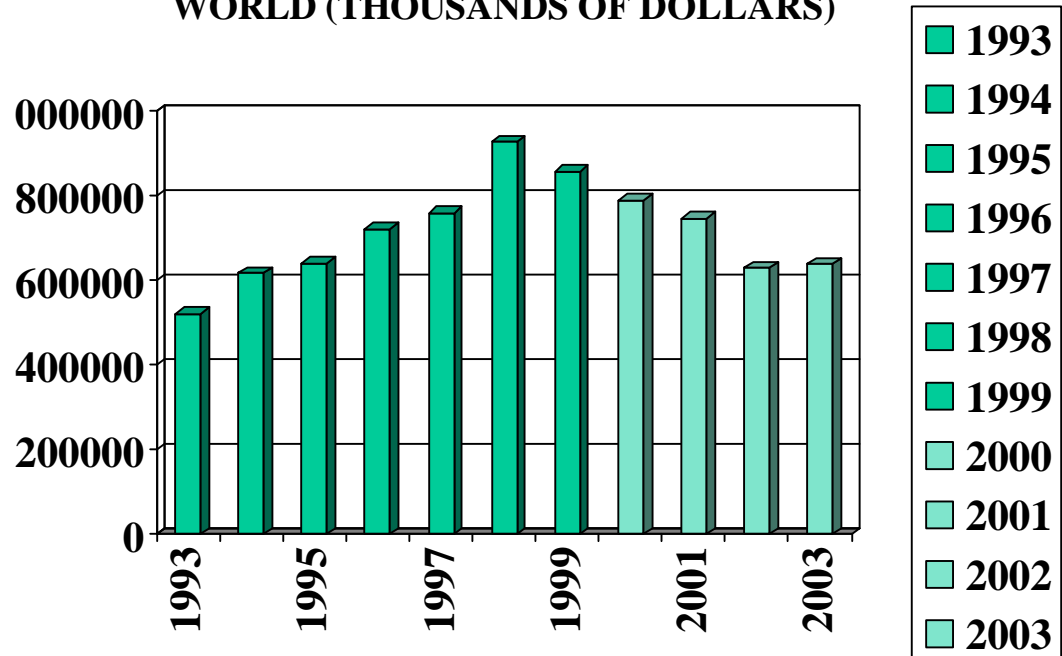


ROCKFORD EXPORT SALES TO THE WORLD (IN THOUSANDS)

- ROCKFORD RANKED 91ST OUT OF 253 METROPOLITAN AREAS IN TERMS OF EXPORT SALES FROM 1993 - 1999

- ROCKFORD EXPORTS INCREASED 64.3% FROM 1993-1999, HIGHER THAN THE STATE OF ILLINOIS AVERAGE INCREASE (51.6%) AND THE U.S. AVERAGE INCREASE (49.1%) DURING THAT SAME PERIOD.

TOTAL ROCKFORD EXPORT SALES TO THE WORLD (THOUSANDS OF DOLLARS)



SOURCE: Office of Trade and Economic Analysis, International Trade Administration, Dept. of Commerce

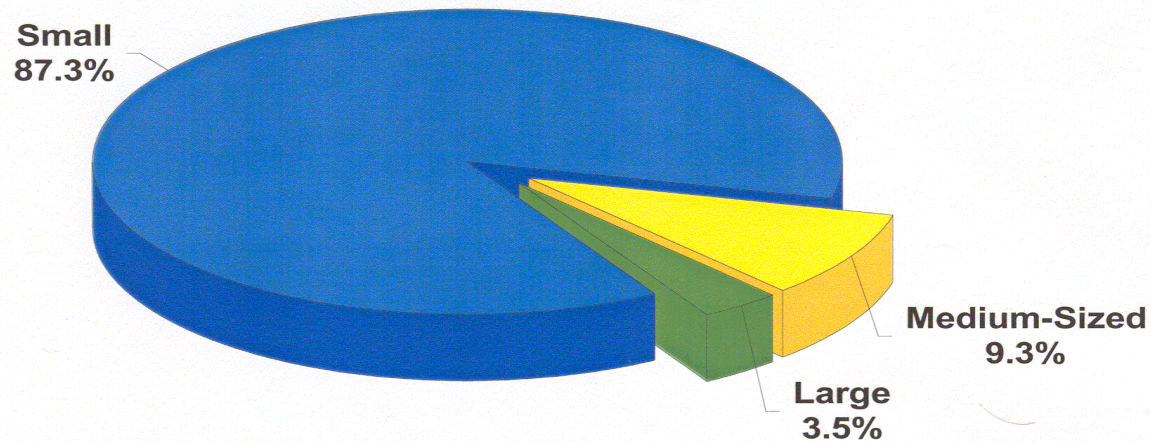


Total Rockford Exports for 2000-2003 are estimates based upon Rockford's average of 2.5% of total Illinois export sales.



EXPORT BUSINESS DEVELOPMENT

**NEARLY NINETY-SEVEN PERCENT OF ALL EXPORTING COMPANIES
ARE SMALL OR MEDIUM-SIZED**



209,455 Companies Exported Goods From the U.S. in 1997

Definitions: small = less than 100 employees; medium = 100-499 employees; large = 500 or more employees
Source: 1997 Exporter Data Base, U.S. Department of Commerce